

January 15, 2021

The Honorable Dereck Davis
Chairman, House Economic Matters Committee
House Office Building, Room 231
6 Bladen Street
Annapolis, MD 21401

RE: Support for House Bill 395 (Business Regulation - Home Improvement Contracts - Deposits)

Dear Chairman Davis:

The Maryland Building Industry Association (MBIA), representing 100,000 employees of the building industry across the State of Maryland, supports House Bill 395 (Business Regulation - Home Improvement Contracts).

This bill authorizes a home improvement contractor to receive a deposit of up to one-half (instead of one-third) of a home improvement contract price before or at the time of execution of the contract. Under current law, a contractor may not demand or receive any payment for a home improvement before the home improvement contract is signed, and may not receive a deposit of more than one-third of the home improvement contract price before or at the time of execution of the contract.

Many businesses in the home improvement industry are small businesses, and would benefit from the ability to receive up to one-half of a home improvement contract price up front under the bill. This would improve cash flow and protect them in the event the customer does not follow through on the contract.

MBIA respectfully requests the Committee give this measure a favorable report. Thank you for your consideration.

For more information about this position, please contact Lori Graf at 410-800-7327 or lgraf@marylandbuilders.org.

cc: House Economic Matters Committee Members